



FINANCIAL INSTITUTIONS

Residential Mortgage Lending Outsourced Services

Multi-purpose assessments on one loan file

Cost-effective service that enables clients to receive timely services and customized, state-of-the-art reports for Quality Control, Fair Lending and Regulatory Compliance.



Quality control

Bankers Advisory provides pre- and post-funding Quality Control services and Loan Servicing QC in accordance with the most recently published requisites of HUD, Fannie Mae, Freddie Mac, the Federal Home Loan Bank's Partnership Program and private secondary market investors. Services include re-underwriting of the credit and legal file to ascertain investor eligibility, asset and employment re-verification, credit report and appraisal orders. Clients work with a designated professional to help administer QC steps, including loan sampling selections, supervision of file reviews and report delivery. Deliverables include a full set of risk-rated exception and trend reports, detailed borrower worksheets and an interactive management response template with built-in remediation tracking. Clients receive 15 exception reports and trend graphs, monitoring quality standards by branch, originator, processor, underwriter, closer, appraiser and settlement agent.

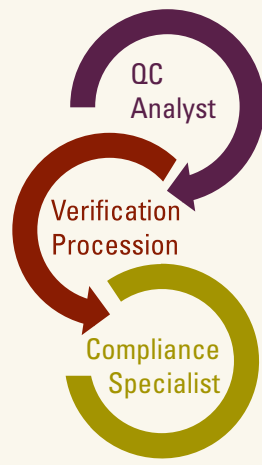
State and federal compliance

Loan files are reviewed by trained compliance specialists who carefully review disclosure and settlement documents to confirm compliance to 20 federal regulations, including Qualified Mortgage (QM), Ability to Repay and the new Truth in Lending/RESPA Integrated Disclosure (TRID). Clients may optionally order APR and QM testing through a commercial Regulation Z testing program. Assessments cover state regulations, permissible fees and terms. Law citations and other references are provided in reports, along with risk-rated metrics, roll-up summaries and yearly trend reports by area of responsibility.

Fair lending

Comparative file reviews, known as "closely matched pairs" are completed in accordance with the Interagency Guideline for Self-Assessment, adopted by the CFPB. Bankers Advisory's proprietary software analyzes loan characteristics to detect patterns of disparate pricing and other areas of weakness by loan origination staff and

production areas. File documents are carefully reviewed to confirm that favorable terms and consistent service standards were given to protected classes. Denied and withdrawn loans are included in the analyses. Reviews are impartial and completed by professionals trained on all aspects of consumer compliance and fair lending regulations.



What makes our services unique?

Our end-to-end process is securely contained within a protected SOC-1 certified technology, communications and transfer environment. Our office workflow structure is built upon strong operational controls that foster accuracy and safeguarding of confidential information. Through the use of our proprietary software, **Enterprise Mortgage Compliance (EMC)** assessment checklists, risk ratings and metrics are continually updated in accordance with the requirements of secondary market agencies and changes in regulatory compliance.



WEALTH ADVISORY | OUTSOURCING | AUDIT, TAX, AND CONSULTING

Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor.



Our process

Bankers Advisory's recurring services clients may utilize a dedicated Microsoft SharePoint® portal to administer their quality control and compliance program. Our firewalled, intrusion-resistant SOC-1 infrastructure, data storage network and client portals consistently meet our clients' rigid vendor management standards. The portal includes a timeline which denotes engagement status, items requiring attending, report storage and facilitates fast and seamless file uploading. On-site services are available in all U.S. locations. Remote workers or contractors are not permitted and all services are completed in a CliftonLarsonAllen or Bankers Advisory office.

Our report deliverables have been recognized as among the most innovative in the industry. With more than 2,000 risk-rated exception questions and dozens of risk classifications, reports may be tailored to suit client need. Reports are segregated for each service type (Quality Control, Compliance and Fair Lending) for multi-purpose assessments on the same loan file. Clients are given a wide range of delivery options including bound hard copy and/or electronic. Clients may order special reports for Board meetings, such as a **Peer Analysis Executive Summary** that measures the client's risk standards against Bankers Advisory's comparative model of 8,400 loans. For bank holding companies and wholesale lenders, we deliver 10,000 foot-view roll-up summaries and trend analyses, delineating risk-classified error rates on an enterprise-wide level.

Our pricing

We offer the most advantageous program for optimum risk management at minimum cost. Working within our three divisions—regulatory compliance, quality control and verification processing—our personnel collectively utilize their skills and subject matter expertise to complete services within expected timeframe.

We consistently strive to deliver services that are above the standard.

With the exception of the costs for travel, verification of employment, assets, credit reports, appraisals and other out-of-pocket expenses, our fees include all services and a full set of reports. Please contact our office to discuss quantity discounts, pricing options and fees for other assessment types such as pre-funding and loan servicing.

Our history

Since 1986, Bankers Advisory has helped financial institutions throughout the United States achieve the highest level of employee proficiency its educational publications and training programs. Anna DeSimone, founder of Bankers Advisory and CliftonLarsonAllen principal, has authored more than 35 guidebooks on residential mortgages, including the **Handbook of Fair Lending**, commissioned by President Bill Clinton. All clients of Bankers Advisory and CliftonLarsonAllen are entitled to receive complimentary copies of our books and free enrollment in our compliance training webinars.



Policy manuals

Clients who contract recurring services for compliance or quality control are entitled to a complimentary QC Plan. Our plans provide workflow directives for your staff and reflect current secondary market requirements for Fannie Mae, Freddie Mac, FHA, VA and FHLB. Plans are customized with your institution's logo and name throughout.

Home Mortgage Disclosure Act

We provide HMDA scrubs and offer a range of options for more in-depth services and assistance. Engagements typical include: review of your draft LAR for correctness and pricing analyses; side by side reviews of borrower files and HMDA-LAR for the most comprehensive data-integrity check. Options include geo-coding cross-check and reviews of commercial or mixed-use property files to assess applicability for HMDA filing.

Mortgage electronic registration system (MERS)

Bankers Advisory is an authorized MERS vendor and provides assessments to lending institutions, including the Third Party Compliance Report. Engagements cover system-to-system validation between the lender's, MERS and any sub-servicer's system of record.

To schedule a call to discuss how we can help your organization meet its important compliance goals, please contact:

Marissa Blundell, JD, Principal and COO

781-402-6406

marissa@bankersadvisory.com

131 Hartwell Avenue, Lexington MA 02421

781-402-6400 main, 781-402-6450 fax